

insee^{go}

30th ROTH Conference

March 12, 2018

Dan Mondor
President and CEO

Safe Harbor

Safe Harbor Statement - The following presentation contains statements about expected future events that are forward-looking and subject to risks and uncertainties. For these statements, we claim the safe harbor for “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. For a discussion of factors that could cause actual results to differ materially from expectations, please refer to the risk factors described in our filings with the SEC.

Non-GAAP Financial Measures - Non-GAAP gross margins, operating expenses, and earnings per share exclude restructuring charges, share-based compensation expenses, amortization of the debt discount and debt issuance costs associated with our convertible notes, charges related to acquisition and divestiture activities and acquisition-related intangible-asset amortization. This presentation contains references to certain Non-GAAP financial measures and should be viewed in conjunction with our press releases and supplementary information on our website (www.inseego.com) which present a complete reconciliation of GAAP and Non-GAAP results.

INSEEGO INTRODUCTION



New Leadership Team



Dan Mondor

Chief Executive Officer



Steve Smith

Chief Financial Officer



Ashish Sharma

Chief Marketing Officer
EVP IoT & Mobile Solutions



Chris Lytle

Chief Strategy Officer
EVP Telematics and SaaS



New Management Team Major Milestones to Date

Corrective Actions, Cost Reduction, Laying New Foundation

- De-risked Balance Sheet – Refinance of near-term senior note with \$48mm note due August 2020 with superior terms and \$15mm of incremental financing
- Executed on > \$30mm of annualized cost reductions (Q4/17 vs. Q1/17) – more than double our original target
- Rebuilt Senior Management team with new CFO, CSO, and CMO (August – September 2017)
- Reversed prior management strategy by designating strategic modem/RF technology as core to our emerging 5G device strategy – Selected by Tier 1 wireless service provider commencing 2018 commercial trials and engaged with multiple worldwide Service Providers
- Enterprise SaaS Solutions establishing first-mover advantage with our Aviation Solution including 7 international airport deployments and our first major US airline win with our partner Sprint
- Announced Inseego 2.0 aligned around IoT & Mobile Solutions, Enterprise SaaS Solutions, and Global Shared Services
- Developed 3-Year Strategic Plan

Inseego Strategic Plan **Summary**

Leverage core technology strengths within IoT & Mobile and Enterprise SaaS Solutions to take advantage of emerging device-to-cloud growth opportunities

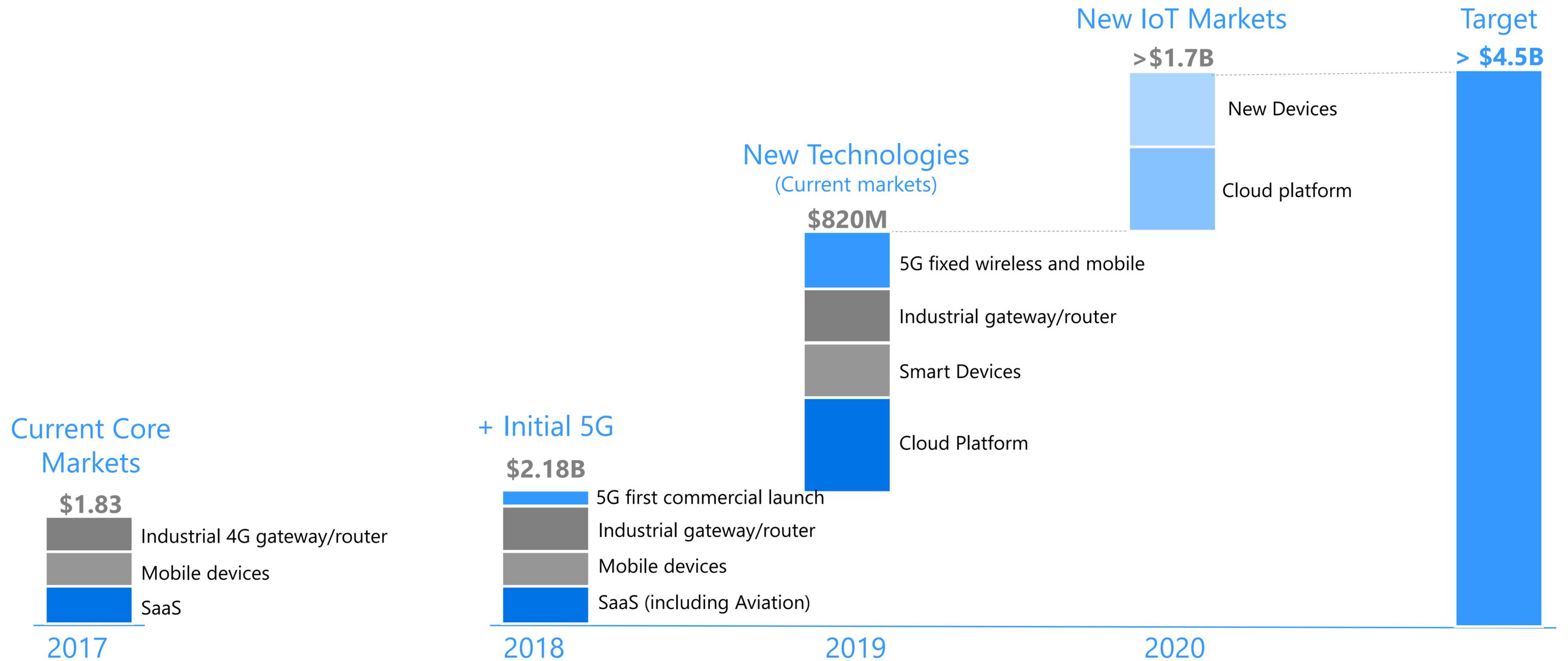
- Enterprise SaaS provides clients with market-ready cloud solutions
- Core modem/RF technology and customer/vendor ecosystem
- IoT Solution Provider to SD-WAN, smart city, enterprise verticals, and industrial IoT applications

Targeted strategic investments will drive significantly higher growth rates, expansion of SAM from \$1.8B to \$4.5B and transform Inseego into a leading device-to-cloud platform solutions provider over next 3 years

- Open IoT cloud platform architecture to drive new vertical applications
- Leverage core modem/RF technology strength to build 5G & Industrial IoT (IIOT) device platforms
- Expand IoT device portfolio into industrial gateway, smart device and edge intelligence markets

Driving sales growth, continued cost reductions & deleveraging of balance sheet > new operating model > drive shareholder value growth through 2020

Inseego Addressable Market



Inseego Target Operating Model 2020



Note: Margins are non-GAAP. FCF conversion assumes full usage of NOLs

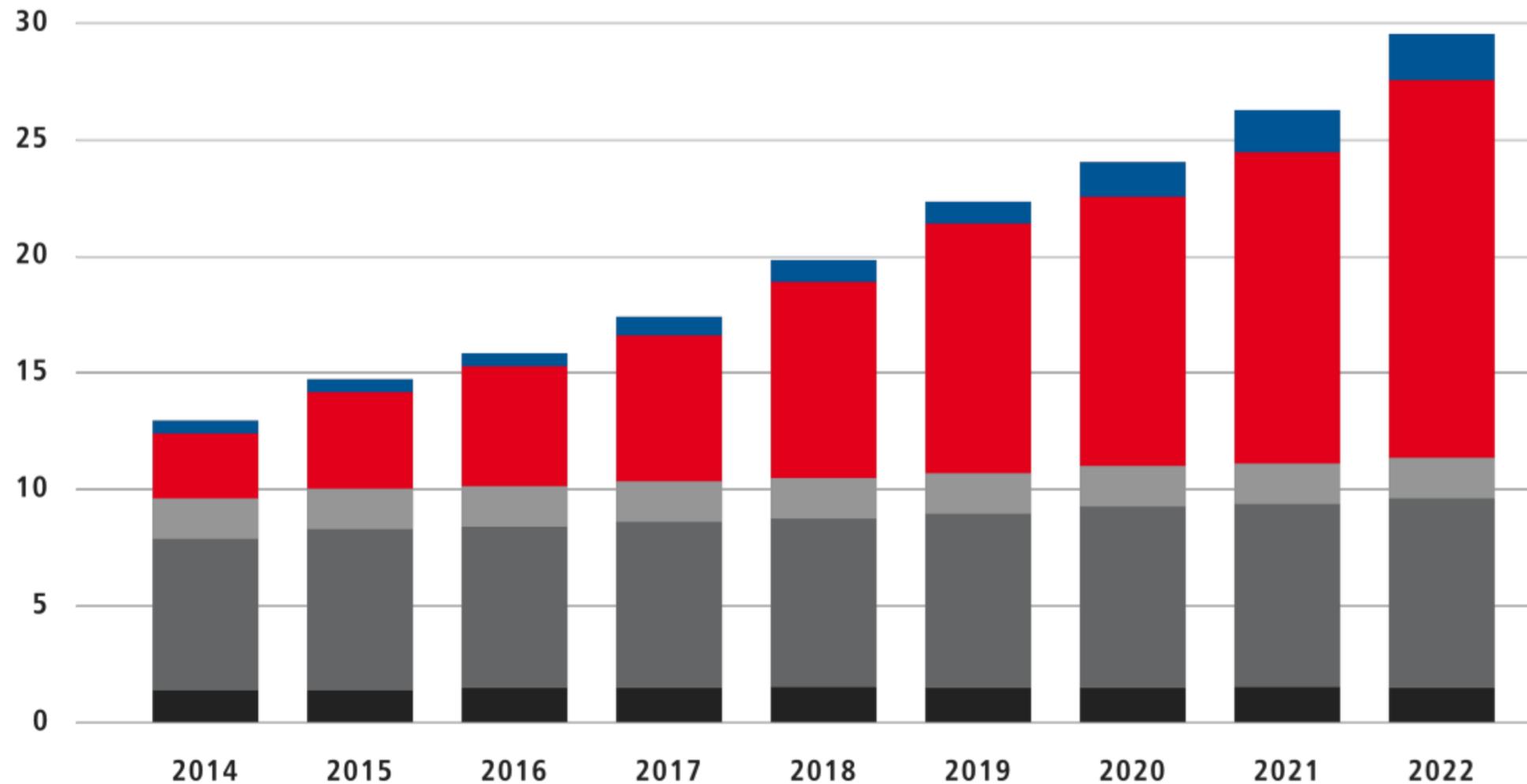
MARKET TRENDS & OPPORTUNITY

The background of the image is an aerial view of a city at night, with lights from buildings and streets. Overlaid on this is a semi-transparent financial chart. The chart features a candlestick pattern with blue and white bars, and a white line graph that trends upwards from left to right. The overall color palette is dark with teal and blue accents.

IoT Device Expansion

Driving Industrial/Consumer Use Cases

Connected Devices (billions)



	2016	2022	CAGR
Wide-area IoT	0.4	2.1	30%
Short-range IoT	5.2	16	20%
PC/laptop/tablet	1.6	1.7	0%
Mobile phones	7.3	8.6	3%
Fixed phones	1.4	1.3	0%
Total	16 billion	29 billion	10%

Source: Ericsson Mobility Report, November 2016

Major Market Shifts **Happening in Our Space**



Mobile

5G is bringing a new residential broadband market opportunity



Enterprise IoT

IoT opportunities with large Enterprise verticals is exploding for our mobile, IoT and Cloud solutions



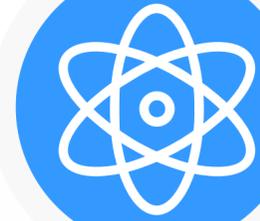
Enterprise SaaS

Lower cost devices and cloud economies driving accelerated enterprise applications and business intelligence use cases

Create Intelligent, Connected Enterprises

5G

Ubiquitous mobile coverage and capacity



Business Intelligence



Smart IoT Applications

**Home broadband
Low latency IoT apps
Massive MIMO
Millimeter Wave**

**Workflow management
Predictive analytics
Cost optimization
Lease management**

**Fleet management
Asset tracking
Autonomous vehicle tracking
City Infrastructure management
IIoT apps**

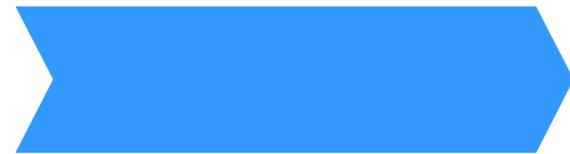
Strategic Investments/ 2018-20

The background of the slide is an aerial photograph of a city at night, with lights from buildings and streets visible. Overlaid on this image are several semi-transparent financial charts. On the left side, there is a vertical list of data points in a light blue font, which appears to be a stock market ticker or a list of financial metrics. In the center and right, there are candlestick charts with white bodies and black wicks, and a smooth, light blue line graph that trends upwards from left to right. The overall color palette is dark with blue and white highlights.

INSG Device-to-Cloud Development Projects

IoT & Mobile Solutions

Leverage Core RF/Modem Technologies



Fixed and Mobile 5G

Industrial Gateways

Smart Devices

TAM

\$5B+

\$400M+

\$1B+

Est CAGR

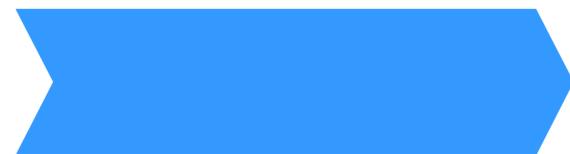
100%+

35%+

70%+

Enterprise SaaS Solutions

Evolve cloud platform to open IoT platform architecture to drive new cloud vertical applications



Aviation and Other IoT Cloud Vertical

Fleet Analytics/BI Market

TAM

\$6B+

\$2B+

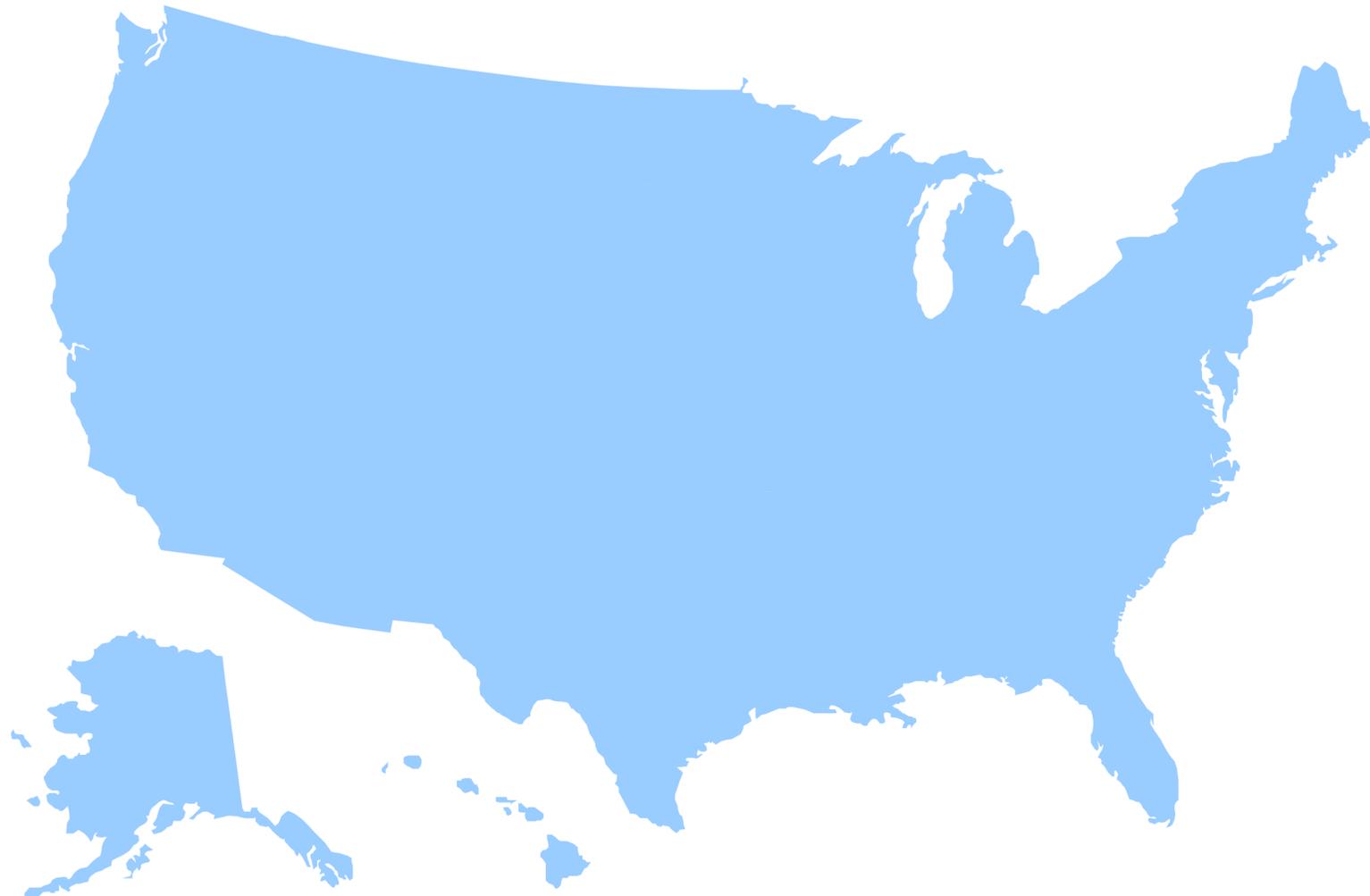
Est CAGR

100%+

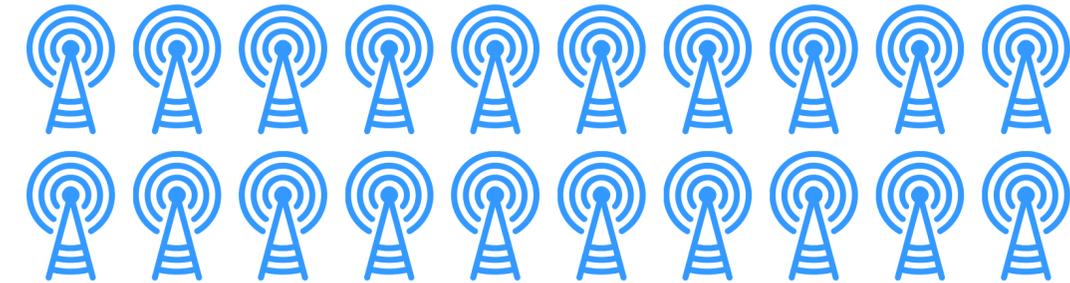
100%+

Near Term 5G Opportunity: Wireless FWA Initiative

CPE for Fixed/Mobile Broadband



Near-Term 2018 Trials



10 cities

Wireless Carriers
challenging monopoly
cable providers

Total Addressable Market



106+ Million

Fixed Broadband Subscribers

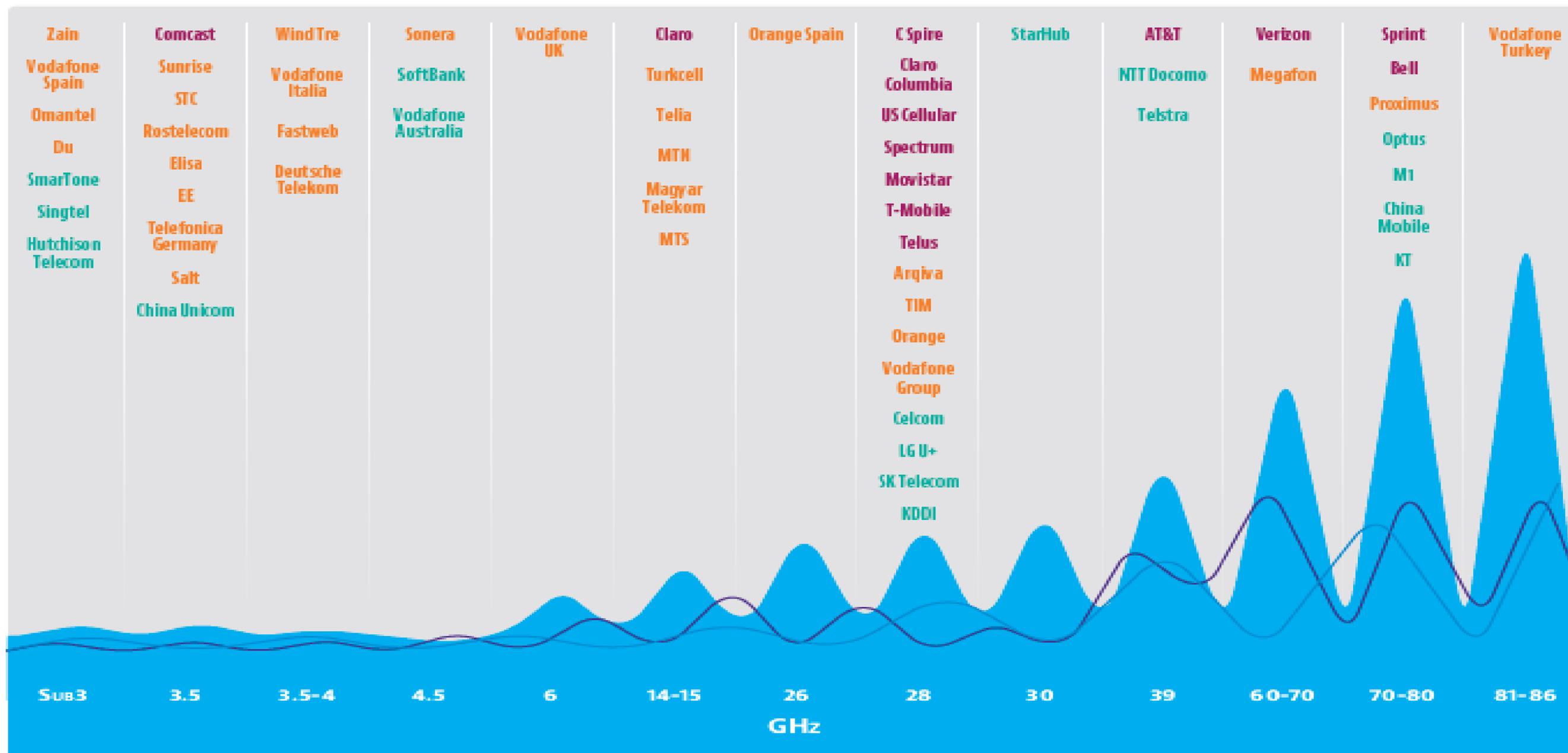
Sources: TelecomCompetitor; Statista 2018; Telecoms Nov 2017

5G Trial Spectrum



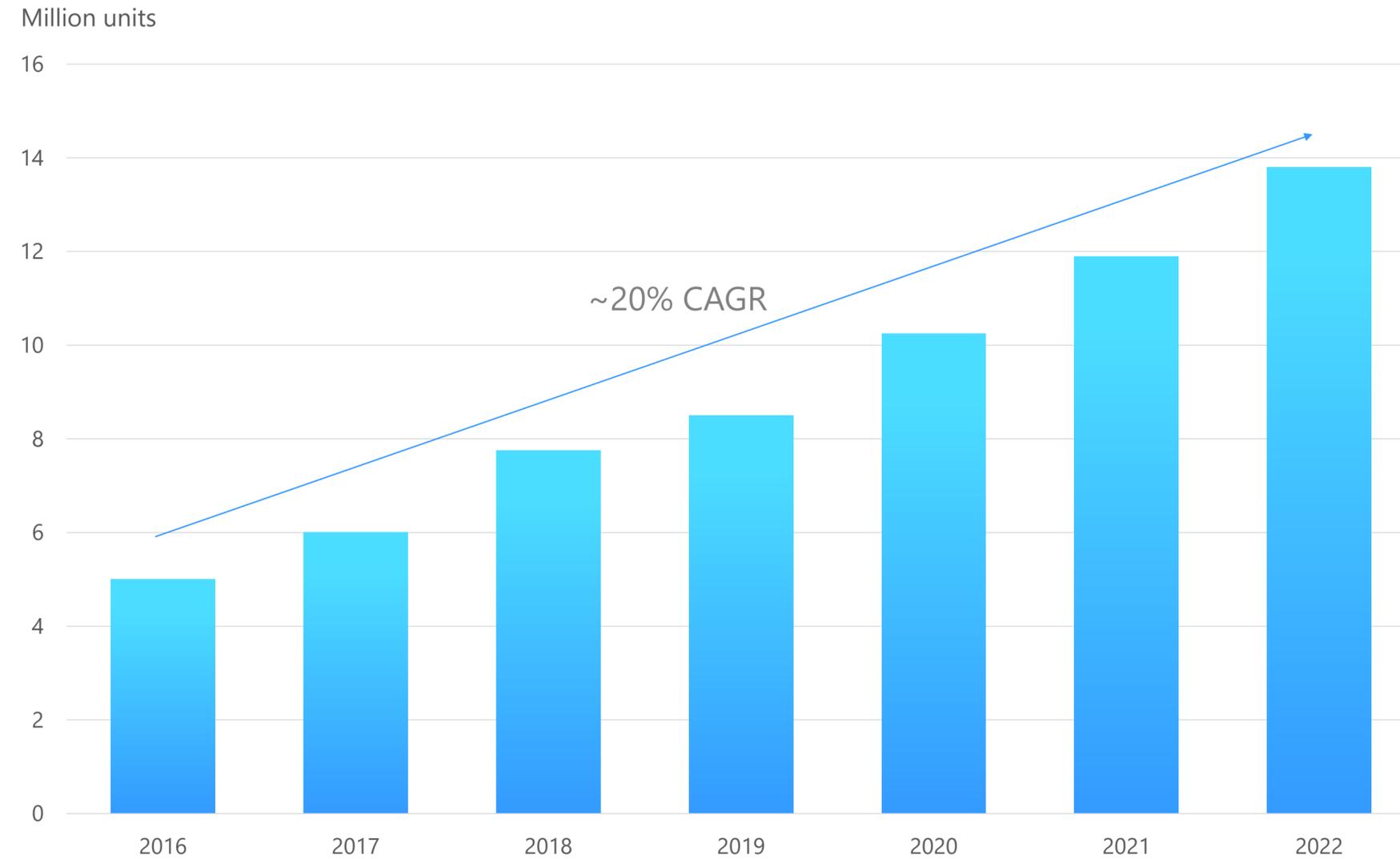
Shows the spectrum used by operators during 5G trials, where disclosed

Global location: ● Americas ● EMEA ● APAC



Industrial IoT Opportunity (Units)

Annual Shipments Cellular M2M Terminals
(World 2016-2022)



SOURCE: Berg Insight Global M2M/IoT Terminal Market

Aviation IoT Cloud Vertical Opportunity

North America

Motorized/Non-Motorized Assets

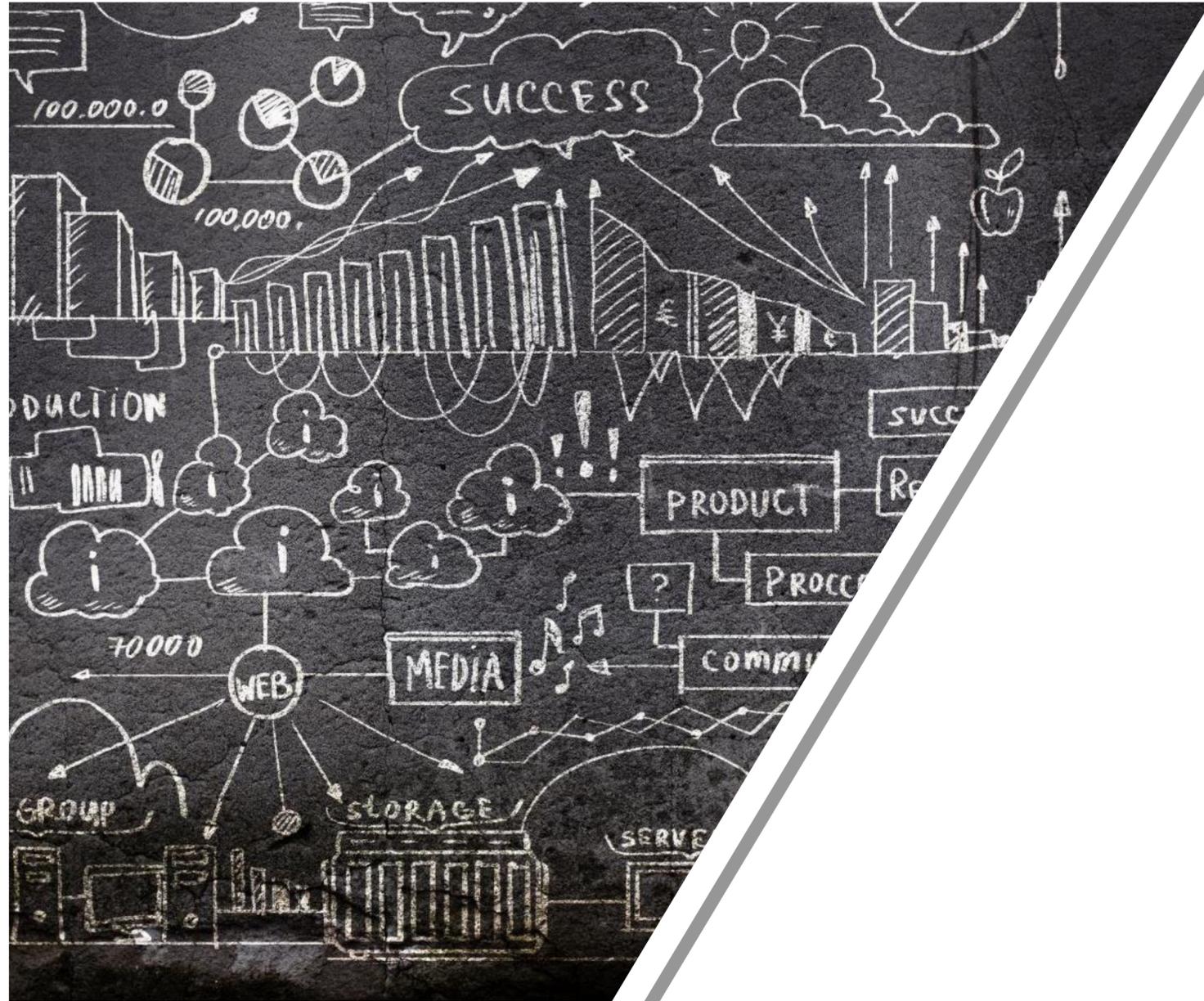
- TAM 1.5 – 2.0M + Assets

Rest of World

Motorized/Non-Motorized Assets

- TAM 2.0 – 2.5M + Assets

Thank You



inseego

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